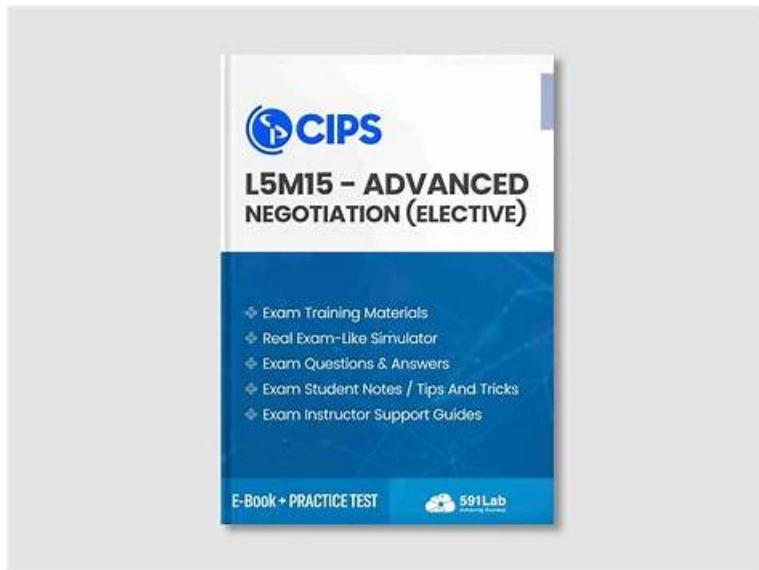


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CIPS Advanced Negotiation Sample Questions (Q68-Q73):

NEW QUESTION # 68

Why is it important to build rapport during a negotiation?

- A. It demonstrates power and influence in the negotiation.
- B. **It is the process of building a relationship of mutual trust and understanding.**
- C. It is a hard influencing technique that will help secure the desired outcome.
- D. It allows you to deviate from the agenda.

Answer: B

Explanation:

In negotiation, rapport is about creating a foundation of mutual trust, respect, and understanding so that information flows more freely, misinterpretations are reduced, and collaborative problem-solving becomes easier. Strong rapport supports effective

communication and smoother movement toward agreement.

Reference:CIPS Level 5, Advanced Negotiation (L5M15) - Topic: Building Rapport (Communication and Interpersonal Skills).

NEW QUESTION # 69

A combination of which two behaviours fails to establish effective buyer-supplier relationships and can lead to aggressive negotiation tactics?

- A. Tough
- B. Cold
- C. Soft
- D. Warm

Answer: A,B

Explanation:

A cold(detached) and tough(adversarial) style discourages collaboration and may escalate conflict. CIPS categorises influencing behaviour across two dimensions-warm vs cold and tough vs soft-with "cold and tough" seen as destructive.

Reference:CIPS L5M15 -Influencing Behaviour Grid (Warm/Cold vs Tough/Soft, Domain 1.2).

NEW QUESTION # 70

Which stage of team development is typically characterised by frustration and conflict?

- A. Forming
- B. Storming
- C. Norming
- D. Adjourning

Answer: B

Explanation:

In Tuckman's model, storming follows forming and features challenge, tension, and testing of roles. Effective leadership and clarity of purpose help teams move into norming and performing.

Reference:CIPS L5M15 - Teams in negotiation: Tuckman stages.

NEW QUESTION # 71

What is the main advantage for a supplier using a pain-share contract?

- A. There is a shared approach to risk.
- B. The supplier will be penalised for not achieving a target cost.
- C. It ensures cost certainty on the contract.
- D. It ensures a better relationship with the buyer.

Answer: A

Explanation:

Pain/gain share arrangements distribute both upside (gain) and downside (pain) between buyer and supplier, promoting fairness and shared accountability. This shared-risk structure encourages collaboration and continuous improvement.

Reference:CIPS L5M15 -Risk and Reward Sharing in Contracts.

NEW QUESTION # 72

Robert and Debbie want to formalise a business relationship and share resources to deliver a high-risk, high-value project. What type of relationship should they seek?

- A. Strategic alliance
- B. Strategic partnership
- C. Preferred supplier

- D. Arm's-length relationship

Answer: B

Explanation:

A strategic partnership is a formal, high-involvement relationship with shared resources and joint governance-appropriate where risk/value is high and close collaboration is essential. Strategic alliances can be looser and not always resource-sharing.

Reference:CIPS L5M15 - Relationship types and suitability (high risk/high value).

NEW QUESTION # 73

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